



## Today's Agenda

TOPIC / DISCUSSION	SPEAKERS	TIME
Opening Remarks	John Burrow	0900 - 0915
Status of Naval Open Architecture (OA)	CAPT Shannon	0915 - 1015
<b>Morning Break</b>		<b>1015 - 1030</b>
OA in the Business Environment		
□ Increasing Competition in Acquisition Strategies	Nick Mirales	1030 - 1045
□ Data Rights in Acquisition Strategies	Art Samora	1045 - 1100
□ OA Award Fee/Award Term Incentives	Robert Jackson	1100 - 1115
→ □ Changes in OA Contract Language	Rick Goff	1115 - 1130
□ Peer Reviews / Integrated Product Teams	John Stapleton	1130 - 1145
<b>Questions for Business Panel Speakers</b>		<b>1145 - 1215</b>
Aligning Technical Standards	Gary Minor	1215 - 1230
Questions & Wrap Up	CAPT Shannon	1230 - 1245



**PEO IWS 7.0**

# **OPEN ARCHITECTURE RFP Language**



**14 February 2006**

Presented by: Richard N. Goff, Enterprise OA, Aegis R&D, CVN 21 Weapon System  
Integration Contracting Officer

*Distribution Statement A: Approved for public release;  
distribution is unlimited.*

# ASN(RD&A) tasked the Open Architecture Enterprise Team (OAET) with defining an OA acquisition strategy



THE ASSISTANT SECRETARY OF THE NAVY  
Research Development and Acquisition  
1000 Navy Pentagon  
Washington DC 20350-1000  
AUG 05 2004

MEMORANDUM FOR DISTRIBUTION

SUBJ: Naval Open Architecture Scope and Responsibilities

Encl: (1) Open Architecture Enterprise Team Organization

Decision 3: OA efforts need to be guided by a well-defined business strategy.

Action: Prepare, staff and promulgate a Navy-wide business strategy to support OA goals.

Business Strategy shall:

➤ Define an acquisition strategy addressing incentives, intellectual property issues, contracting (integrators vs. primes), and funding alternatives.

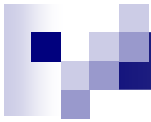
...

Lead: PEO IWS

Follow: Enterprise Team

property issues, contracting strategies (i.e. integrator's vs. prime's), and funding alternatives. The acquisition strategy and accompanying guidance will then be utilized in future OA applicable procurements tailored as necessary to incorporate domain specific requirements. In addition, the Enterprise Team shall prepare, staff and promulgate a Navy wide OA business strategy. The primary focus of the business strategy will be to develop an analysis of alternatives process with which to determine return on investment, and thus priorities for adopting OA standards and software reuse practices within and across domains. Upon completion, the

- ASN(RD&A) stated that OA efforts need to be guided by a well-defined business strategy
- That business strategy includes ***defining an acquisition strategy addressing incentives, IP issues, contracting and funding alternatives***
- PEO IWS was given the lead with the OAET following



## **As part of the OA acquisition strategy, Requests for Proposal (RFPs) will have to change**

- The language will be changed to reflect desired OA objectives, including, but not limited to, requirements for interoperability, software reuse, and reduced cycle time
- The Navy will promulgate new Request for Proposal language that reflects these objectives to be used across the enterprise
- Industry must work with the Government, and Contractors must work together, for the initiative to succeed.

**To facilitate this partnership, common OA language describing OA and its cooperative approach will be included in RFPs to maximize the consistent implementation of OA across the Enterprise.**

**The RFPs will describe the Government's OA requirements and objectives, and Offerors will be evaluated on their plans and abilities to meet those criteria.**



## **To implement the strategy, four (4) sections of RFPs / Contracts will change to help facilitate OA:**

- Section C: Description, Guidance and Objectives
- Section L: Instructions, Conditions and Notices to Offerors
- Section M: Evaluation Factors for Award
- Award Fee Incentive Criteria



## **Section C, Description, Guidance and Objectives, will include the following OA attributes and objectives:**

- Open Architecture
  - Portability
  - Interoperability
  - Upgradeability
- Open Modular Design – Self-contained elements with well-defined interfaces
- Interface Design and Management
  - All configuration item (CI) level interfaces are defined
  - Technology insertion capability will be maximized
- Treatment of Proprietary Elements
  - Proprietary elements will be isolated
  - They will not force additional closed or proprietary equipment or functions



## **Section C, Description, Guidance and Objectives, will include the following OA attributes and objectives**

(continued)

- Open Business Practices
  - Multiple sources of supply will be identified
  - Pre-existing reuse candidates will be identified
- Ongoing Peer Reviews (Including Third Party Reviews)
- Technical Insertion/Refresh Process
- Standards
  - Specified within the contract
  - Commercial Standards
    - SQL
    - HTML
    - XML
    - Web



## **Section L, Instructions, Conditions and Notices to Offerors, will tell Offerors the OA capabilities expected of them**

- Technical Approach and Processes – The Offeror shall describe how its open architecture approach will be compliant with and maximize the objectives of the OA description in Section C
- Data Rights and Patent Rights – The Offeror shall propose the extent to which the rights in technical data (TD), computer software (CS), computer software documentation (CSD), and inventions/patents offered to the Government ensure compliance with OA objectives, including the transfer of object code and source code to other systems or platforms
- Subcontracting Goals – The Offeror shall state the percentages of small business, small disadvantaged business, and women owned small business participation in the proposal including its plans to meet the stated goals

## Section M, Evaluation Factors for Award, will also reflect the Open Architecture approach

Contractors will be awarded based on their:

- Technical / Management Abilities, including:
  - Technical Approach
  - Data and Patent Rights
  - Compliance with OA Guidance and Objectivesand
- Past Performance





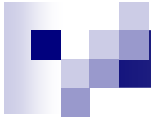
## **The criteria on which a contractor's Award Fee is determined will focus on qualities such as:**

- Cooperation with other Contractors and the Government:
  - Ability to identify and incorporate innovative methods with Contractors and Vendors to provide development assets without procuring unique assets
  - Ability to work with Contractors and Vendors to identify innovative ways to incorporate new technology that improves performance
  - Ability to work with other Contractors and the Government to achieve OA goals
- Compliance with the Statement of Work:
  - Degree of compliance with Section C OA SOW and objectives.
  - Degree of compliance with Government objectives (e.g., minimal Total Ownership Cost, Interoperability, etc.)



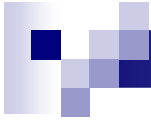
## **The Navy will be applying OA Contracting “Lessons Learned” for practices prior to the RFP**

- Conduct Technical Integration Meetings (TIMs) to assess the state of technology, plan the way ahead, and examine advance engineering efforts
- Allow Industry to comment on Government’s draft Statement of Work and OA migration schedule
- Allow time in Government’s schedule for taking advantage of emerging OA elements



## **Finally, after the contract is awarded, the Navy will:**

- Continue to use TIMs, IPTs, and Peer Reviews to ensure formal design success
- Measure results in accord with stated award fee criteria to incentivize and reward strong contractor performance



## **The new language has not yet been finalized**

- NAVSEA Contracts and Legal have just received comments from the technical leads of the Navy Domains
- Agreement will be reached on the technical aspects of the language
- It will then be provided to the Domains' contract and legal representatives for review
- Concurrence is expected by the end of February
- The resulting language will be incorporated into subsequent RFPs